
US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Zions Bancorporation

SECTION I - Approval Requests:

HQAPP Requests:

1. Worst Case 40% Price Hold for One Year on Orders with List License over \$50,000
- 2.

TIER 1 Requests:

1. 50% Worst Case Discount
- 2.

TIER 2/3 Requests:

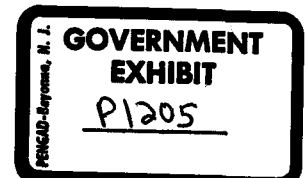
- 1.
- 2.

Previously approved requests (include date of approval):

1. Zions Bancorporation – Q2 FY03 – KB Approval 1/27/03
- 2.

SECTION II – Deal Summary:

Deal Summary	
Programs	Database EE, Partitioning, 9iAS, OFSA, Financials
License Discount	Worst Case 50% (ebiz + 25%), Draft at Ebiz 25%
Support Discount	Worst Case 50% (ebiz + 25%), Draft at Ebiz 25%
Comp & Admin Discount	NA
Phased Implementation for Comp & Admin?	NA
Subset of Users	NA
Support Options/Holds	none
Price Holds	Worst Case 40% on list orders over \$50K
List License	\$2,176,020
List Support	\$478,724.40
List Comp & Admin	na
Net License	\$1,088,010
Net Support	\$ 239,362.20
Net Comp & Admin	na
Net Total Price	\$1,327,372.20
Price List Used	Jan. 2003



Customer History - Existing Price Holds	
Existing contractual discount (price hold)	na
Date of Price List for price hold	na
When does price hold expire?	na
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	na
Name of Agreement if applicable	na

SECTION III - Justification: Zions is attempting to inventory all of their Oracle software usage and have found that they are out of compliance with their current licensing. We have engaged to help them get compliant which is what this ordering document will do. This is a non budgeted item for Zions and it is not clear if they will be able to budget for this. We are asking for a 50% discount in order to help them get to the licensing level necessary without moving existing Oracle systems to other databases. We do not plan on taking this to the 50% level and are asking for it as a worst case scenario.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: *Derek Cordon/Kevin Browne*

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details

Instructions - Fill in all sections completely.

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at <http://esource.oraclecorp.com>

PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.

PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.

MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.

General Information	
Contract requested by (3/31/03): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	April 4, 2003
Opportunity I.D. (OSO Number):	865266 tech/858471 apps 865266
Is this a ship order?	XX Yes
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	XX No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	XX No
Quote Valid Through (insert date):	April 18, 2003
Partner (insert name, if applicable)?	NA
VAD (insert name, if applicable)?	NA
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee?	NA
MIGRATIONS OR UPDATES:	XX Yes
PREMIUM SERVICES:	XX No
INCIDENT PACKS:	XX No
INTERNATIONAL:	XX No

NASINFO or OGEHINFO.	
Payment Terms:	Net 30 Other (Specify)
Referenced Agreement:	<input type="checkbox"/> New OLSA <input checked="" type="checkbox"/> Other (Specify) Existing SLSA dated Oct. 24, 1994

PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:

Make: Sun
OS: Solaris
PROGRAMS: Database, Partitioning, 9iAS, OFSA, Financials

Applications	
Will applications be modified:	XX Yes
Will users be accessing modified Apps from the web:	XX Yes
Have all prerequisites been included:	XX Yes
Will users use Fast Forward RPM:	NA
Will applications be hosted:	XX No
Indicate database that Apps will run on:	
Indicate CSI for existing prerequisite database and tools:	See Migration Template

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Derek Cordon
Technology Sales Manager	Kevin Browne
Account Executive	Derek Cordon
OracleDirect Rep	Aaron Wycke (tech), Warren Parti (apps)
Education Sales Rep	Victor Miller
Support Renewals Rep	Allison Kugler
Premium Support Rep	
Migrations Manager	Christina Schuler/Matt Kocina
Is there a teaming agreement?	XX Yes Kevin Browne/Dain Cilley
Requester:	Name: Derek Cordon Business Telephone: (801)595-5810 Cell Phone: (801)230-3503

